

### To build resilient, inclusive and adaptive communities, with sustainable community organisations







We guide board, staff and volunteers to Govern, Fund and Manage their organisations.



- Subsidised online learning library of courses, micro-videos, resources and templates.
- Free membership gives you access to monthly Q&As, tools, resources and courses like the Grant Writing Course

Our brands, products and services fund this social impact



#### Win the Grant or Tender

- · Book, course and training programs Grant program assessment, review and evaluation
- Training workshops or deeper learning programs
- · Network of writers, trainers, mentors and assessors.



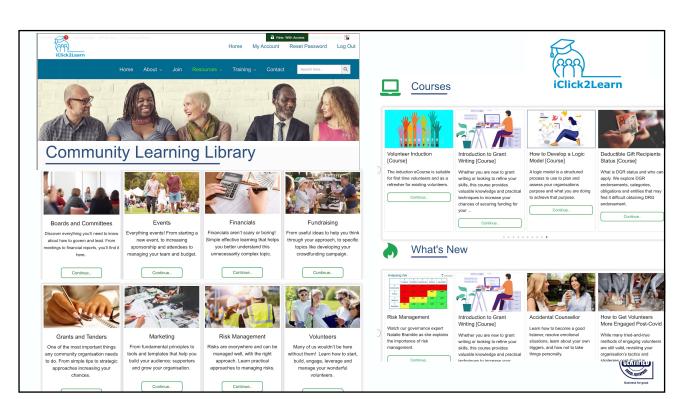
- Community development programs
- Community facilitation and plans
- Capacity building programs
- Training

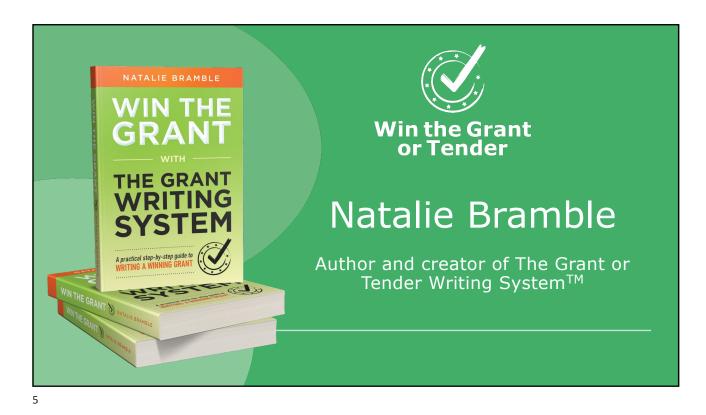


- · We develop customised learning for online or print.
- Council and association workshop content development and train-thetrainer programs

CERTIFIED

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# **Emerging Issues and Needs**



- Discuss any new or ongoing issues since last year, with insights from interagency meetings or community feedback.
- Identify community groups that are not getting enough support and why (visa conditions, funding conditions etc).
- Discuss challenges in accessing services or representation.

Merriam-Webster defines advocacy as:



advocacy noun ad·vo·ca·cy

: the act or process of supporting a cause or proposal : the act or process of advocating something



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"the act of promoting and supporting the rights and well-being of individuals, groups, or communities."

https://www.socialworkportal.com/





"Never doubt that a small group of thoughtful, committed citizens can change the world. Indeed, it is the only thing that ever has."

**Margaret Mead** 





## Movember

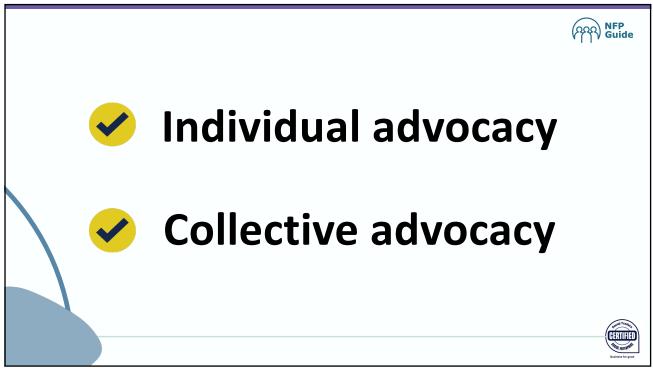
In 2003, two mates (Travis Garone and Luke Slattery) meet up for a quiet beer in Melbourne, Australia, and the idea that sparked Movember is born. This movement started with 30 Mo Bros. Now, it claims a headcount of over 6 million. And we're not done yet.

## Earth Hour

In 2007, the Sydney chapter of the World Wildlife Fund (WWF) organised a lights-out event to encourage people to take an active role in environmental issues. On its launch on March 31, 2.2 million Australians turned off their lights for an hour to reduce their energy











# Community Advocacy Plan



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## **Community Advocacy Plan**



- · What is the issue
- · What will it look like when it's fixed?
- What needs to change for that to happen?
- · What will happen if it's not fixed?
- What stories and data do we have?
- · Who can influence that change?
- What are our key stories?
- How do we get them to take action?
- What resources, partnerships and networks can we access?
- · What do we need to do?
- What is our action plan?







**Community Advocacy Plan:** 

# **Improving Migrant Access to Healthcare Workers**

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### What is the issue

Many migrants in Australia face significant barriers in accessing healthcare due to language barriers, limited Medicare eligibility, cultural challenges, and a lack of culturally appropriate healthcare services. Without intervention, these barriers result in poorer health outcomes and increased pressure on emergency departments.

### What will it look like when it's fixed?

- Migrants will have equitable access to affordable and culturally appropriate healthcare services.
- Interpreter services will be readily available in healthcare settings.
- More migrant healthcare professionals will be integrated into the workforce to meet demand.
- There will be an increase in bulkbilled services for migrants.
- Mental health support tailored to migrant needs will be expanded.





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### What needs to change for that to happen?

- Increased government funding for interpreter services, culturally competent training for healthcare workers, and mental health programs.
- Policy changes to improve Medicare eligibility for vulnerable migrant groups.
- Greater collaboration between the government, NGOs, and healthcare providers.
- Streamlined pathways for migrant healthcare workers to join the Australian workforce.



### What will happen if it's not fixed?



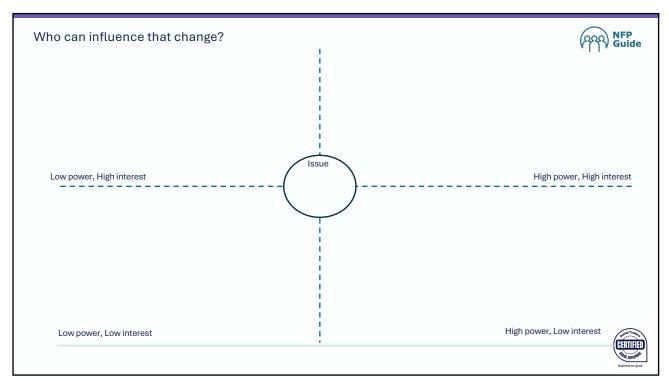
- Increased emergency department visits due to delayed medical care.
- · Higher rates of preventable illnesses and mental health crises.
- Economic strain on the healthcare system due to unmanaged chronic conditions.
- · Greater social and economic inequalities for migrant communities.

### What stories and data do we have?

- Data showing that migrants are 30% less likely to visit a GP due to access barriers.
- Case studies of migrants who have suffered due to inadequate healthcare access.
- Research highlighting cost savings from preventive care compared to emergency treatments.



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# What is a key message?

A message is a brief, straightforward statement based on an analysis of what will persuade a particular audience.

- Simple
- To the point
- Easy to remember
- · Repeated frequently

They need to hear it and see it in different ways and for it to be repeated again, and again, to retain it. In the marketing world, research states it's at least 7 times.



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### How do we get them to take action?



Who	Why they should care (Key Message)	How they can help	Action
Minister for Health	Improving migrant healthcare reduces hospital strain and improves public health outcomes.	Allocate funding for interpreter services, bulk- billed clinics, and mental health programs.	Meet with advocacy groups, introduce funding measures.
Local MPs	Migrants in their constituencies struggle to access healthcare, affecting their wellbeing and ability to work.	Advocate for funding and policy changes in Parliament.	Raise the issue in Parliament, support petitions, engage with community groups.
Healthcare Providers	Addressing language and cultural barriers improves patient care and efficiency.	Implement cultural competency training and interpreter services.	Collaborate with government and NGOs to improve accessibility.
Migrant Advocacy	Ensuring equitable healthcare access	Mobilise migrant communities, collect data, and	Conduct campaigns, submit

### What are our key stories?

(200) NFP Guide

My personal story

A migrant mother who struggled to access prenatal care due to language barriers, leading to complications during childbirth. Impact Case Study

A study showing how interpreter services in hospitals reduced emergency admissions by 20% in multicultural communities.

Collective Story

A campaign showcasing multiple migrant families who face delays in healthcare access, emphasising the broader impact on communities.



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# Framework to develop stories



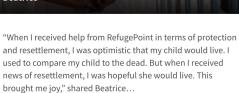
- •Attention and Relevance. Establish why the problem is relevant to your audience and why they should care.
- •Need. Use evidence to show that there is a broader community need for a solution
- •Solution. Show how you satisfy this need with a feasible, credible solution
- •Visualisation. Use language and stories to help us visualise the positive results
- Action. Outline the concrete steps that will/should be taken



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My name is Pascasia. I'm a refugee from Rwanda. In my homeland, there was war, and we had to flee. We wondered how we would survive. We waited to see whether normal life would resume, but the war continued, and that's when we decided to move out. ...



https://www.refugepoint.org/our-work/refugee-stories

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### What resources, partnerships and networks can we access?



- •Migrant advocacy organisations (e.g., Refugee Council of Australia, FECCA).
- •Healthcare providers and medical associations.
- •University research centres specialising in public health and migration.
- •Media and communications partners for storytelling and awareness campaigns.

### What do we need to do?

- •Build a coalition of stakeholders to advocate for policy change.
- •Gather compelling data and real-life stories to support our case.
- •Engage with government officials and healthcare providers.
- •Launch a public awareness campaign to highlight the issue



		(99)
Skills	Personal qualities	Knowledge
Active listening	Being organised	Understanding jargon
Being non- judgemental	Caring	Qualifications
Appropriate non- verbal communication	Liking people	Knowing your way around the system
Good use of language	Wanting to support	Professional experience
Effective questioning	Kind	Contacts
Ability to build rapport	Good time-keeping	Legal knowledge
Assertiveness	Good researcher	Personal experience
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# How to market and promote your campaign

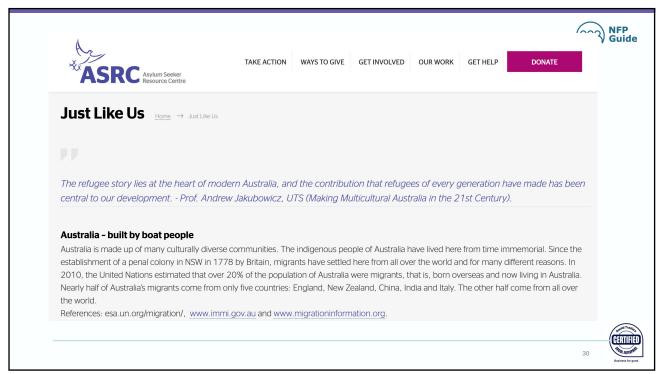


- 1. Direct Engagement with Decision-Makers
- 2. Media & Public Relations
- 3. Digital & Social Media Campaigns
- 4. Community Engagement
- 5. Collaborations & Partnerships
- 6. Creative Awareness Campaigns
- 7. Legislative & Policy Advocacy
- 8. Fundraising & Crowdsourcing
- 9. Grassroots Mobilisation

Special Traces

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Action plan			NFP Guid
What	Where	When	Who
Partner with other advocacy groups	Meetings, networking events, email outreach	Weeks 2-6	Team leader & partnership coordinator
Social media awareness campaign	Facebook, Twitter, Instagram, LinkedIn	Weeks 2-8 (ongoing)	Social media coordinator, volunteers
Distribute flyers & posters	Community centres, cultural hubs, local cafés	Weeks 3-6	Volunteers & community liaisons
Create a short video	YouTube, Instagram Reels, TikTok	Week 3	Team member with video editing skills
Email campaign to supporters	Email lists, newsletters	Weeks 3, 5, 7	Team member managing communications
Petition drive	Online (Change.org) & in- person (events)	Weeks 3-8	All team members, community volunteers
Engage with local media	Local newspapers, radio, TV	Weeks 4-6	Media spokesperson, writer for press release
Organise a community meeting	Local hall, library, or online (Zoom)	Week 4	Event coordinator, speaker, facilitator
Meeting with local MPs	MP's office, Parliament House, online	Weeks 5-7	Advocacy team representatives



### Aims

What this campaign is aiming to achieve:



- Change Perception: change the public perception of asylum seekers.
- Recognise Positive Contributions: that asylum seekers have and will continue to make to our community.
- Change the language of fear: i.e. boat people, detainees, detention centre, border protection.
- Increase opportunities: for asylum seekers to contribute to Australia.
- Increase independence: increase asylum seekers independence and control of their lives.
- Educate employers: educate prospective employers of asylum seekers.

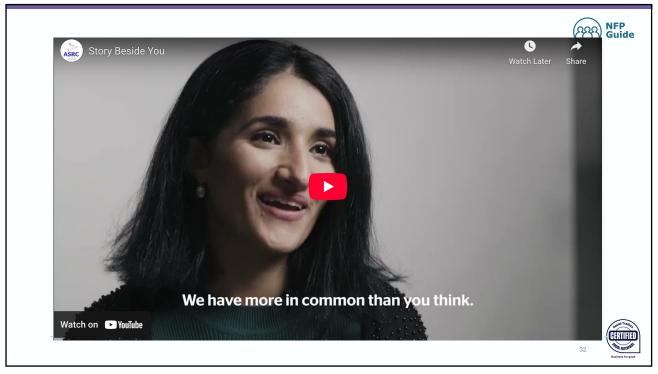
### What you can do

- Watch these great collections of intimate personal stories about refugees who have made the Goulburn Valley their home, told through photos and audio.
- Donate Now make a difference
- <u>Volunteer</u> get info about volunteering for the ASRC
- Learn More learn more about asylum seekers and pass on your knowledge
- Visit the Immigration Museum
- Think about your own family's immigration story
- Regularly check out the Refugee Council of Australia's website

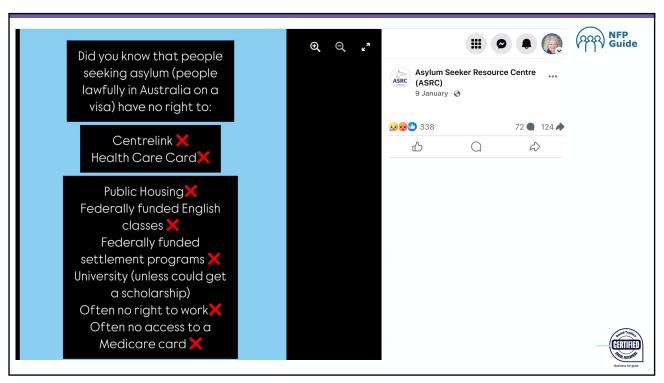


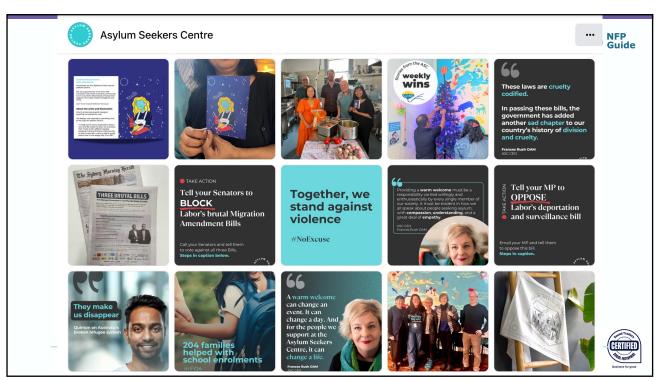
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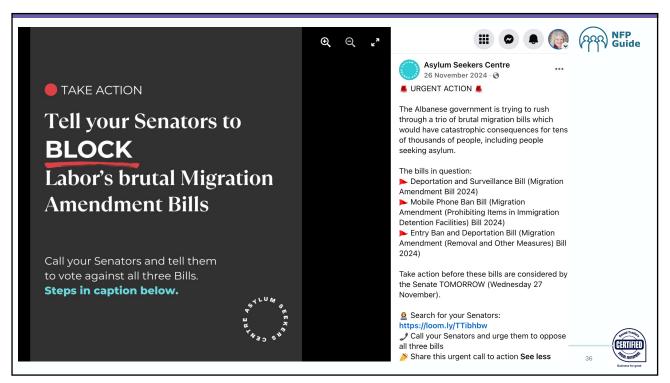
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The Hon. [Minister's Name] Minister for Health [Minister's Office Address]



# Subject: Urgent Need for Increased Funding to Improve Migrant Access to Healthcare Workers

Dear Minister [Last Name],

I am writing to urge your support in increasing funding to improve access to healthcare services for migrants in Australia. Many migrants face significant barriers in obtaining timely and affordable healthcare due to language barriers, limited Medicare eligibility, cultural challenges, and a lack of culturally appropriate healthcare services. Without intervention, these barriers will continue to impact public health outcomes and place additional strain on Australia's healthcare system.

Migrants make substantial contributions to Australia's economy, filling critical workforce shortages and enriching our society. However, studies indicate that migrants are 30% less likely to visit a general practitioner due to financial and access constraints. As a result, many delay treatment until conditions become severe, leading to increased hospital admissions and higher long-term healthcare costs.

STATE PARTY

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To address this issue, we urge the government to allocate dedicated funding to:



- •Expand interpreter services and culturally competent healthcare programs.
- •Increase access to bulk-billed and affordable primary healthcare services for migrants.
- •Provide targeted mental health support for migrant communities.
- •Streamline pathways for migrant healthcare professionals to join the Australian workforce and address existing healthcare worker shortages.

Investing in these areas will not only improve health outcomes for migrants but also alleviate pressure on emergency departments and enhance overall public health efficiency. Given the increasing number of migrants and the growing demand for accessible healthcare, we believe this investment is both a moral and economic necessity.

We welcome the opportunity to discuss this further and explore ways we can collaborate to ensure equitable healthcare access for all Australians.

Please do not hesitate to contact me at [Your Email] or [Your Phone Number] to arrange a meeting. Thank you for your time and commitment to improving healthcare access. We look forward to your support in making Australia's healthcare system inclusive for all.

Yours sincerely, [Your Name]

[Your Organisation (if applicable)]





### Tell Government what the ROI is

### Reduction in Emergency Department (ED) Visits

- •Cost of an ED Visit: For patients without Medicare, ED visits in Western Australia range from AUD \$384 to \$2,215. bhs.health.wa.gov.au
- •Potential Savings: Assuming improved access reduces avoidable ED visits by 10% among 500,000 migrants, resulting in 50,000 fewer visits, the savings could range from AUD \$19.2 million to \$110.75 million annually.

### 2. Improved Chronic Disease Management

- •Higher Costs for Migrants: Studies suggest that the cost per weighted activity unit for migrant patients is greater than for Australian-born patients. insightplus.mja.com.au
- •Potential Savings: By providing better access to primary care, early interventions can prevent complications, potentially saving millions annually in hospital admissions and treatments.



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### 3. Mental Health Support

- •Cost of Inpatient Mental Health Care: Inpatient mental health episodes are costly due to extended stays and resource-intensive care.
- •Potential Savings: Early mental health interventions can prevent hospitalisations, leading to substantial savings.

### 4. Economic Contributions

- •Increased Productivity: Healthier migrants contribute more effectively to the workforce. The economic impact continues to increase over time, particularly as humanitarian migrants settle into life in Australia, finish education/retraining, and enter the labour force. <a href="mailto:deloitte.com">deloitte.com</a>
- •Potential Gains: Enhanced healthcare access can lead to increased economic productivity, contributing positively to the economy.

For a **\$10 million investment**, the government could see a significant return in cost savings while also improving health outcomes for migrants.

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# 7 Steps to writing a letter

# **Step 1: Identify the Purpose and Audience**

- Clearly define what you are advocating for (e.g., increased funding for migrant healthcare access).
- Identify the decision-maker (e.g., the Minister for Health, Minister for Immigration).
- Research their position on the issue and any relevant policies they support.

# **Step 2: Use the Correct Format**

An advocacy letter should follow a formal business letter format



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# **Step 3: Start with a Strong Opening Paragraph**

- Clearly state who you are and why you are writing.
- Mention any relevant affiliations (e.g., "As an advocate for migrant healthcare access...").
- Briefly summarise the problem and what action you are requesting.

### Example:

"I am writing to urge your support in increasing funding for migrant access to healthcare workers. Many migrants in Australia face significant barriers in obtaining necessary medical care, leading to poorer health outcomes and increased pressure on emergency services. We seek your leadership in providing targeted funding to address these challenges."



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# **Step 4: Provide Key Facts and Evidence**

- Use data, statistics, and real-life examples to illustrate the issue.
- Highlight the economic, social, and public health benefits of your proposal.
- Keep this section concise—one or two strong points are more effective than too many details.

### Example:

"According to recent reports, migrants are 30% less likely to visit a GP due to cost and access barriers. Delayed treatment leads to more severe illnesses, increasing hospital admissions and overall healthcare costs. Expanding funding for migrant-friendly healthcare services will improve health outcomes and ease the strain on public hospitals."



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# **Step 5: Address Potential Counterarguments**

- Acknowledge possible concerns (e.g., budget constraints) and provide solutions.
- Show how your proposal is cost-effective and beneficial in the long run.

### Example:

"While some may argue that healthcare funding is already stretched, investing in primary care for migrants will actually reduce long-term costs by preventing emergency treatments and hospital stays."



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# **Step 6: Make a Clear and Specific Request**

- Clearly state what action you want the minister to take (e.g., increased funding, policy change, new programs).
- Be specific about the amount of funding or type of support needed.

### Example:

"We urge you to allocate \$10 million in the upcoming budget to expand interpreter services, cultural competency training for healthcare workers, and affordable primary care access for migrants."

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# Step 7: Conclude with a Call to Action

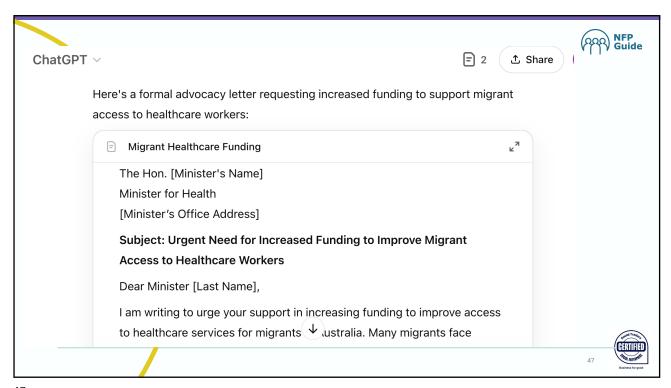
- Restate your request and offer to meet or provide more information.
- Express appreciation for their time and consideration.
- Provide your contact details for follow-up.

### Example:

"I would welcome the opportunity to discuss this further and explore ways we can collaborate to improve healthcare access for migrants. Please do not hesitate to contact me at [your phone/email]. Thank you for your time and commitment to ensuring healthcare is accessible to all."



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Mandaang guwu
Thankyou
Wiradjuri Language

MBA, FICDA, TAEU

MBA, FICDA, TAEU

MBA, FICDA, TAEU

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